



County of Fairfax, Virginia

NOTICE OF AWARD

REVISED NOTICE OF AWARD

DEC 11 2013

CONTRACT TITLE: Exercise Equipment, Accessories and Parts

SOLICITATION NUMBER: 2000000875

NIGP CODE: 80534

CONTRACT PERIOD: Date of Award through December 31, 2019

PRICES: Equipment purchased from contract will be based on a percentage discount from the Manufacturer's Suggested Retail Price (MSRP) list. See the attached Pricing Schedule for manufacturers awarded.

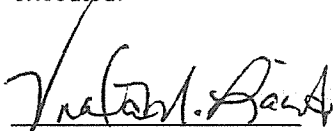
PREVIOUS CONTRACT: RQ09-999297-21

DPSM CONTACT: Viola Laird, CPPB, Contract Specialist
Telephone: 703-324-3212
E-mail: Viola.Laird@fairfaxcounty.gov

ORDERING INSTRUCTIONS:

Any county department may enter into FOCUS (Fairfax County Unified Systems) a Shopping Cart /Purchase Order requisition indicating the item/service required, the quantity, the payment terms and the delivery date. The purchase requisition must be annotated with the contract number. Requests exceeding the small purchase threshold will be routed to DPSM and a purchase order will be executed.

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Contract Specialist

DISTRIBUTION:

Department of Finance – Accounts Payable/e
Park Authority- Thuy Ha/e
Fire and Rescue Division- Christina Fisher/e

Contract Specialist- Viola Laird
Asst. Contract Spec. – Team 2

Department of Purchasing & Supply Management
12000 Government Center Parkway, Suite 427
Fairfax, VA 22035-0013

Website: www.fairfaxcounty.gov/dpsm
Phone 703-324-3201, TTY: 1-800-828-1140, Fax: 703-324-3228

CONTRACTOR:

SUPPLIER CODE:

CONTRACT NUMBER

EnerG Fitness & Wellness Solutions LLC
6615 Tributary Street, Suite D
Baltimore, MD 21224

1000011034

4400004431

Contact: Matthew Torggler, President
Telephone: (866) 681-1251
Fax: (866) 373-7672
E-Mail: Torggler@Energwelness.com
Manufacturers: Espresso, Precore, York
Terms: Net 30

Fitness Resource Retail, LLC
a Johnson Health Tech Company
1600 Landmark Drive
Cottage Grove, WI 53527

1000022907

4400004432

Contact: Rob Colls, Director of Sales
Telephone: (804) 356-1443
Fax: (608) 839-0648
E-Mail: Rob.Colls@Johnsonfit.com
Manufacturers: Magnum, Troy Barbell, Vision Fitness, Matrix
Terms: Net 30



Gym Source Mid-Atlantic, LLC
dba Gym Source
40 East 52nd St
New York, NY 10022

1000006809

4400004433

Contact: Dan Huebner, Commercial Sales
Telephone: (212) 688-4222
Fax: (212) 688-2886
E-Mail: Danh@Gymsource.com
Manufacturers: Cybex International Inc., GTS or Power Tower Gravity Equipment, Hoist, Octane, Schwinn, StairMaster, Tuff Stuff, True Fitness.
Terms: Net 30

Heartline Fitness Productions, Inc.
8041 Cessna Avenue, Suite 200
Gaithersburg, MD 20879

1000009988

4400004434

Contact: Doug Meadows, Key Account Manager
Telephone: (703) 338-8319
Fax: (540) 347-2354
E-Mail: Doug@Hearlinefitness.com
Manufacturers: FreeMotion, Life Fitness, Paramount, SCIFIT, Star Trac.
Terms: Net 30

CONTRACTOR:

SUPPLIER CODE:

CONTRACT NUMBER

Water Rower, Inc.
560 Metacom Ave
Warren, RI 02885

1000013971

4400004424

Contact: Jill Lancaster, Director of Administration
Telephone: (401) 247-7742
Fax: (401) 247-7743
E-Mail: info@waterrower.com
Manufacturer: Water Rower
Terms: 2% 7 Days/Net 30

Wellness Solutions, Inc.
PO Box 349
The Plains, VA 20198

1000013939

4400004520

Contact: Jeanna Conroy
Telephone: (540) 349-9080
Fax: (804) 482-4932
E-Mail: jconroy@wsifitness.com
Manufacturers: Technogym, Woodway Treadmills
Terms: Net 30

PRICING SCHEDULE

No.	Vendor	Manufacturer	% Discount Set in Place
1.		Manufacturer: Balance Body	No Award
2.		Manufacturer: Biodex Med System Inc.	No Award
3.	Wellness Solutions, Inc. Contract: 4400004520	Manufacturer: <u>Concept2</u>	
		Model D with PM3 Monitor	12%
		Model D with PM4 Monitor	12%
		Model E with PM3 Monitor	12%
		Model E with PM4 Monitor	12%
		Other Indoor Rowers	12%
		Other products not listed above	12%
		Volume Discount	0%
		Parts and Accessories	15%
		Labor Rate (equipment repair): <u>\$95.00</u> per hour	
		Days ARO:	
		Equipment: <u>20</u> Days Parts: <u> </u> Days Accessories: <u>20</u> Days	
4.	Gym Source Mid-Atlantic, LLC Contract: 4400004433	Manufacturer: <u>Cybox International Inc.</u>	
		Treadmills	30%
		Treadmills with attached/integrated personal entertainment	30%
		Treadmills with embedded personal entertainment	30%
		Bikes	24%
		Bikes with attached/integrated entertainment	24%
		Bikes with embedded entertainment	24%
		Arc Trainers	25%
		Arc Trainers with attached/integrated entertainment	25%
		Arc Trainers with embedded personal entertainment	25%
		Integrated TV viewing system kits	N/A
		Wireless Audio Receivers	20%
		Selectorized Strength Equipment	15%
		Functional Trainers	18%
		Plate Loaded Equipment	12%
		Free Weights	10%
		Multi Gym	15%
		Benches/Racks	10%
		Other products not listed above	N/A
		Volume Discount	1%
		Parts and Accessories	15%
		Labor Rate (equipment repair): <u>\$90.00</u> per hour	
		Days ARO:	
		Equipment: <u>35</u> Days Parts: <u>5</u> Days Accessories: <u>5</u> Days	

